

OVERVIEW OF TECHNOLOGY PROCUREMENT

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- **What is Technology Procurement?**
- **History - Early and Recent**
- **U.S. Examples**
- **Lessons Learned**

WHAT IS TECHNOLOGY PROCUREMENT?

- **A deliberate effort to organize buyer demand and establish buyer-seller dialogue, aimed at reducing the risks of market entry for a new technology.**
- **Overcome the “chicken-and-egg” problem:**
 - » **sellers reluctant to offer a new product without evidence of buyer demand, but...**
 - » **buyers don’t ask for a product they aren’t familiar with**

STEPS IN TECHNOLOGY PROCUREMENT

- **Organize “leading” buyers to identify needs and specify performance requirements**
- **Convince manufacturers to respond to this new market demand**
- **Broker discussions among buyers, sellers, and manufacturers**
- **Coordinate (or manage) a competitive procurement**
- **Support programs for market transformation**

EXAMPLES OF TECHNOLOGY PROCUREMENT

- **Early Examples (1800's): Chronometer for ocean navigation, Steam locomotive**
- **NUTEK (Sweden):**
 - » **25+ projects in past 10 years**
 - » **Energy savings of 20-50%, cost reductions, important non-energy features**
- **IEA Annexe III:**
 - » **Participants: Sweden (lead), US, Netherlands, UK, Finland, Denmark, Spain, Korea, and EU (+ possibly Australia, Germany, New Zealand)**
 - » **Projects: improved incand. lamp, HP dryer, multifunction copier, vending, motors**

U.S. EXAMPLES OF TECHNOLOGY PROCUREMENT

- **NYPA/CEE/DOE apartment-size refrigerator**
- **Horizontal-axis clothes washer**
- **Compact fluorescent lamps in multifamily buildings**
- **DoD/EPA “superlamp” (incandescent A-line replacement)**
- **GSA - seat belts and air bags**
- **DOE study - use of Federal purchasing to commercialize new technology**

FUTURE OPPORTUNITIES FOR TECHNOLOGY PROCUREMENT

- **Products:**

- » lighting sensors/controls (cheaper, common protocol)
- » building-scale distribution transformers
- » LED traffic signals
- » Solar PV systems

- **Systems:**

- » energy-efficient “temporary” classrooms

- **Services:**

- » duct sealing
- » building diagnostics and commissioning

LESSONS FOR DESIGNING A COPIER PROCUREMENT

- **Performance/features that are significant but achievable, economic -- and marketable beyond first buyers**
- **Synergy: energy and non-energy features**
- **Allow enough time for product development, retooling, marketing plans**
- **Multiple “winners” vs single award**
- **Consider the copier user: attitudes, preferences, info./training needs, “system” issues (networking, document management)**